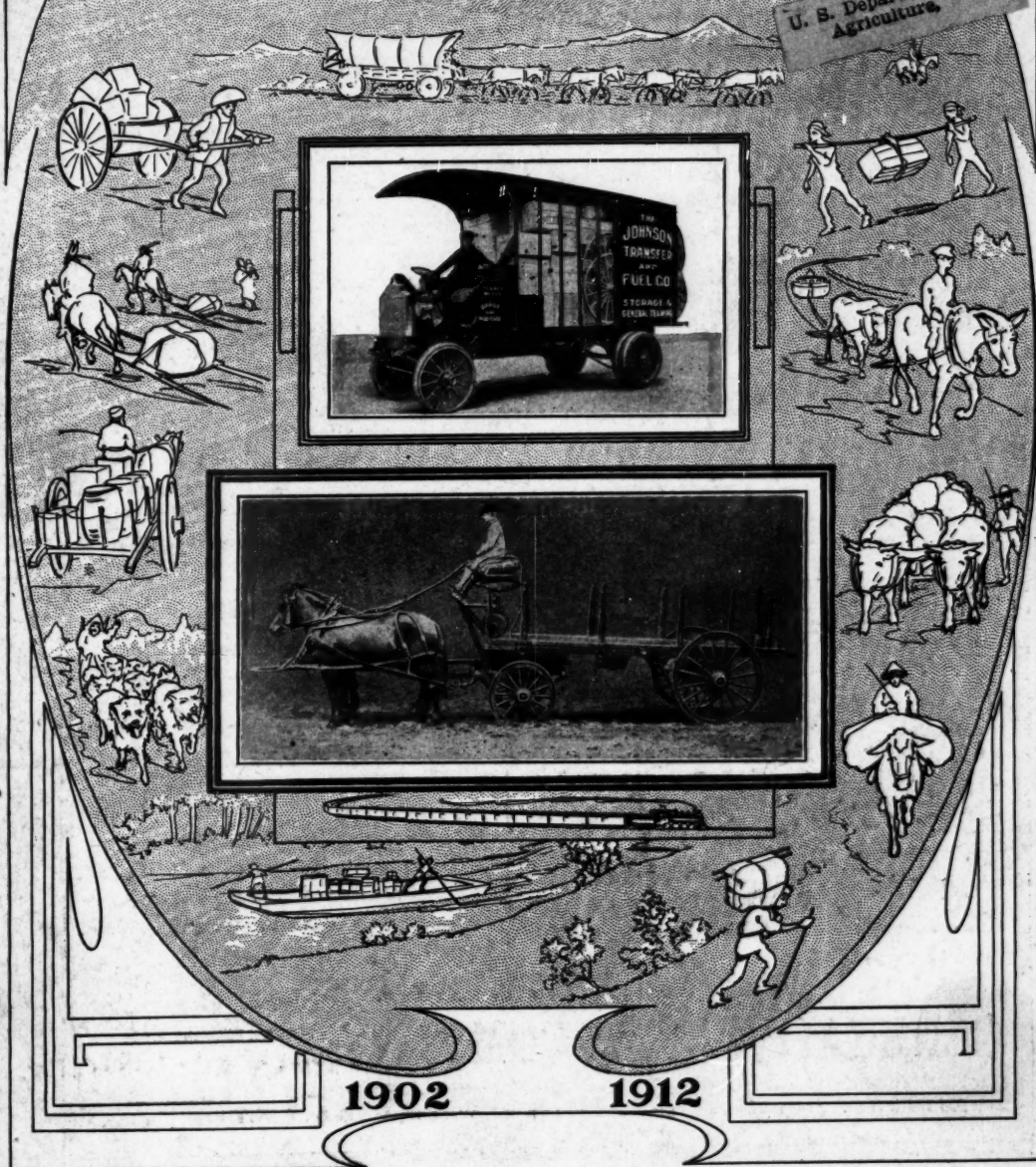


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# THE TEAM OWNERS REVIEW

U. S. Department of Agriculture



MARCH, 1912

THE TEAM OWNERS REVIEW.



# Phenomenal Electric Truck Sales

158 G. V. Electric Trucks were sold during January, 1912  
81 of these were great 5-ton trucks

**T**HE signed contracts are in the safe at headquarters and no "prospects" are counted. Neither are orders closed in our busy month of December, 1911.

69% of our 1911 reorders were from customers already using G. V. Electrics.

The list opposite indicates the confidence which business firms have in G. V. Electrics. Scores of the G. V. Electric trucks referred to are already from 3 to 10 years in service.

Firm	G. V.'s Ordered to Date
Adams Express Company.....	87 G. V. Electrics
American Express Company.....	55 G. V. Electrics
Jacob Ruppert .....	72 G. V. Electrics
Peter Doelger .....	48 G. V. Electrics
George Ehret .....	53 G. V. Electrics
United Dressed Beef Co.....	23 G. V. Electrics
Sulzberger & Sons Co.....	14 G. V. Electrics
Anheuser-Busch Bwg. Co.....	31 G. V. Electrics
U. S. Government.....	39 G. V. Electrics
Arnold Constable Co.....	10 G. V. Electrics
Siegel-Cooper Co. ....	17 G. V. Electrics
James A. Hearn .....	18 G. V. Electrics
Frederick Loeser & Co.....	21 G. V. Electrics
R. H. Macy .....	14 G. V. Electrics
H. B. Claflin Co.....	15 G. V. Electrics
Geo. Muehlebach Brewing Co....	13 G. V. Electrics
Beadleston & Woerz .....	12 G. V. Electrics
New York Edison Co.....	22 G. V. Electrics
Consolidated Gas E. L. & P. Co.	18 G. V. Electrics
Chapin-Sacks Co. ....	13 G. V. Electrics
Motor Delivery Co. ....	23 G. V. Electrics
Boston Edison Co. ....	35 G. V. Electrics
Central Brewing Co. ....	14 G. V. Electrics
F. A. Poth & Sons.....	26 G. V. Electrics
General Baking Co. ....	10 G. V. Electrics
Total for 25 Customers...	703 G. V. Electrics

## Six Standardized Models of the Following Capacities:



One of 50 G. V.'s, Recently Ordered

750 lbs., 1000 lbs., 2000 lbs., 2-ton,  
3½-ton and 5-ton.

All vehicles are built on a chassis of uniform design and all parts of each model are interchangeable and readily accessible.

When you want facts about motor trucks—comparative costs of motor and horse delivery, maintenance costs of electric trucks, etc., why not come to headquarters for them?

Catalog 79 and other data on request.

## GENERAL VEHICLE COMPANY, Principal Office and Factory Long Island City, N. Y.

NEW YORK  
505 Fifth Ave.

CHICAGO  
417 The Rookery

BOSTON  
84 State St.

PHILADELPHIA  
Witherspoon Bldg.

ST. LOUIS  
Wainwright Bldg.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

# THE TEAM OWNERS REVIEW

A MONTHLY JOURNAL PUBLISHED IN THE INTEREST OF THE TEAM OWNER AND MOTOR TRUCK OWNER  
OF THE UNITED STATES AND CANADA.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA. MARCH, 1912

No. 3

## THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF  
THE NATIONAL TEAM OWNERS ASSOCIATION  
AND  
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH

AT  
705 RENSCHAW BUILDING,  
PITTSBURGH, PA.

BY  
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICHS.....PRESIDENT-EDITOR.  
S. ZINSMEISTER.....SECRETARY.  
W. D. QUIMBY..NEW ENGLAND REPRESENTATIVE.  
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Livery Stable Owners, etc., etc.

TERMS OF SUBSCRIPTION.  
In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.  
To Foreign Countries, \$1.50 per year.  
If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.  
Card of rates sent promptly on application.  
Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

CORRESPONDENCE.  
Please mail all correspondence for publication, so as to reach publication office by the 15th of month.  
Write on one side of the paper only.  
Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,  
PITTSBURGH, PA.

From all accounts it appears as if the committees of the Cleveland Team Owners Association which have in charge the preparatory matters of the coming convention, are already well organized and busy. We predict that the Cleveland Convention will be a great success; just put a pin in this.

\*\*\*  
In electing to the presidency Peter H. Dolan, the Mercer County Team Owners Association of

The National Team Owners' Association.

Officers:

I. Goldberg, New York City.....President  
W. H. Fay, Cleveland, Ohio.....1st Vice President  
Chas. J. McDermott, Phila., Pa., 2nd Vice President  
W. J. McDevitt, Cincinnati, Ohio.....Treasurer  
Frank F. Tirre, St. Louis, Mo.....Secretary

American Transfermen's Association.

Officers:

J. C. Howell, Chattanooga, Tenn.....President  
J. M. Dunn, Richmond, Va.....1st Vice President  
W. J. Daunt, Bay City, Mich....2nd Vice President  
Jesse O. Wells, Des Moines, Ia. 3rd Vice President  
W. A. Brown, St. Joseph, Mo.....Sec'y & Treas.

## OFFICIAL NOTICE.

Owing to unexpected circumstances which have made it imperative to change the date of holding our National Convention this year, all Team Owners Associations are hereby notified, that the same will take place on Monday, June 24, Tuesday, June 25 and Wednesday, June 26, 1912, at the Hollenden Hotel, Cleveland, Ohio.

By order of the Board of Directors,  
Isaac Goldberg, President.

Trenton, N. J., appreciates the fact that when you have a good president it is well to hold on to him.

\*\*\*  
The article from the pen of Mr. Moreton of Detroit on teaming conditions in that city, and in general, will be found very interesting.

\*\*\*  
Motor truck shows are becoming regular institutions in every city of any size. We believe



they are a good thing for the team owner to visit, because these shows represent a means of educating you in the last development of motor transportation and put you in touch with methods it is well to know about.

\*\*\*

The advice of Mr. Hookway of Syracuse to take no moving jobs without a written agreement, which defines the responsibility of the contracting parties, is just now particularly timely, because the spring moving season is about opening up.

\*\*\*

The teaming interests of this country certainly owe a debt of gratitude to such ladies as Mrs. Packard of Chicago, Mrs. Ehrlich of New York City and others for the great work they are doing on behalf of the horse.

#### TEAM OWNER'S TROUBLES.

The team owners of Grand Rapids are to be congratulated because they have a live organization watching over their interests, or else they would certainly be up against it. One of the aldermen in that city recently offered an ordinance that all team owners be forced to provide every one of their vehicles with brakes; another demanded that every vehicle shall be provided with lights and then there are some general vehicle ordinances pending, all of which do not seem to be characterized by any features that would make the team owner's life a little easier. However, the members of the association hope to cope with these matters and defeat them as they come up.

#### SCRANTON, PA., ORGANIZES.

The Scranton team owners have organized an association of which Mr. G. W. Brown is secretary. They hold weekly meetings every Wednesday. The members are now getting ready for a visit from Mr. Goldberg, the president of the National Team Owners Association, who expects to go to Scranton in the near future.

#### THE PRESIDENT'S BUSINESS TRIP.

Mr. Goldberg, the president of the National Team Owners Association, last month made a trip to Cleveland for the purpose of making definite arrangements in co-operation with the Cleveland Association for the coming convention. Mr. Goldberg kindly consented to give through THE REVIEW an epitomized account of his trip, as follows:

On my trip to Cleveland to prepare and arrange for the convention, I stopped off at Auburn, N. Y., having been informed through our former National secretary that the team owners of Auburn were desirous of becoming



MR. ISAAC GOLDBERG.

allied with the National Team Owners Association.

Upon arriving there, I found conditions existing there were of such a nature that they would not require an organization, inasmuch as there are three team owners in Auburn, and they are contemplating becoming individual members in the near future.

I then stopped off at Syracuse to see a Mr. Hookway who had told Mr. Breen of Boston that when the National president was traveling through the state, to call and see him. Was unable to see the gentleman, however, as he was out of town. Made inquiry among other team owners there, who seem to be pleased at the prospect of forming an organization. They intend in the near future to gather their men together and to request that

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I visit Syracuse at that time and organize them.

From Syracuse I went to Buffalo where I was entertained royally by the Buffalo Team Owners Association, who held a banquet in my honor at the Hof Brau, on Saturday evening, January 27.

The toastmaster of the evening was Mr. Clarence D. Taylor, and in his usual energetic manner performed the duties of the office to the satisfaction of those present. Among the guests was Mr. Goss, secretary of the Employers' Association, and in a well delivered and convincing address he prevailed upon the members to join that association as a body, whereby they could co-operate with employers throughout their city in the event of labor troubles and unjust delays on the part of the railroad companies.

Among the other speakers of the evening were Mr. A. A. Adamy, Mr. Louis Debo, Mr. Thomas J. Downing, Mr. Joseph Glenn, Mr. Mortimer T. Green and Mr. Barney Kraft.

On Sunday I had the pleasure of meeting a committee from the Queen City Team Owners Association, composed of Mr. Schier, president; Mr. Stage, secretary; Mr. Gould, Mr. Wild and Mr. Angert, who were desirous of having me remain over so that they could call a special meeting, also to entertain me, which invitation I was compelled to decline on account of having made arrangements to go to Cleveland that evening, but their good will was appreciated nevertheless.

They report progress in their association and intend to bring a large delegation to the convention in Cleveland, to be held Monday, June 24, at the Hollenden Hotel.

Arriving at Cleveland, I was met by a committee and conducted to the hotel, where I had the pleasure of being invited to attend a family reunion held at the Sea Shore resort along the Rocky River, composed of the Becker families. It proved to be a true disciple of an organization which had the proper spirit of sociability that should be exemplified in all the local associations affiliated with the National.

The following evening, I again was the honor guest at a banquet and among the many

speakers who dwelt upon various topics were Mr. W. H. Fay, Mr. Charles F. Becker, Mr. Latimer, Mr. Bevington, Mr. Dehn, Mr. Toot, Mr. Hanna, Mr. William Becker, Mr. Kaiser, Mr. O'Brien and Mr. John Becker. Matters pertaining to the trap car proposition were discussed during the evening.

On Tuesday evening, January 30, the team owners of Cleveland held their seventh annual ball, which was a very enjoyable event, and the pleasant time spent in that city will long be remembered.

Before leaving Cleveland, arrangements were completed for the convention hall and reception room for the coming convention to be held at the Hollenden Hotel, June 24, 25 and 26, 1912.

I received a telegram while at Cleveland from Mr. E. H. Heinrichs, president and editor of THE TEAM OWNERS REVIEW, requesting my presence in Pittsburgh, and I accepted the invitation.

In Pittsburgh I endeavored to meet Mr. T. F. Ashford, Jr., the energetic president of the Team Owners Association in that city, but I was unfortunate in not being able to make connections with that gentleman. However, I had the extreme pleasure of making the acquaintance of Mr. J. F. Keenan, the president of the Haugh & Keenan storage and Transfer Company in Pittsburgh, and he gave me an opportunity to give him a complete idea of the aims, purposes and objects of the National Association. Indeed, I must say, that I am very glad to have met Mr. Keenan, not only on account of his genial personality, but I also feel that a team owners association, which has for its members such men as he is, will and really must join the National body. I hope to be able to make a more definite report on this subject at the National Convention.

ISAAC GOLDBERG,  
President N. T. O. A.

#### AT THE HOLLENDEN HOTEL.

While President Goldberg was visiting in Pittsburgh recently he received the following letter from Cleveland, O.:

The Hollenden Hotel has reserved for the

Convention of the National Team Owners Association the use of the Assembly Hall, June 24th, 25th and 26th, also additional committee rooms.

Hollenden rates without bath, single, \$2.00 per day. With bath, \$2.50, \$3.00, \$3.50 and \$4.00.

Yours very respectfully,  
THE HOLLENDEN,  
J. H. Thompson, Manager.

Local secretaries will make reservation direct with the Hollenden Hotel.

<b>OFFICIAL NEWS</b>
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In reference to the National Association affairs, I am pleased to report that the Directory Committee is doing very good work and the results are beginning to show themselves. We are in receipt of a communication from our hustling New York Association in which they subscribe for the back cover of our 1912 Directory, which is very gratifying, and we sincerely hope that others may follow; and no doubt other local associations will come forward with the same liberality, as each city will undoubtedly want themselves represented. This issue of our Directory we expect to make one that will be of lasting interest, containing such information as will induce all team or horse owners to keep it constantly before them, thereby making this a great medium for advertising purposes.

The Cleveland boys seem to be up and doing and from all indications at the present time they certainly will have all detailed arrangements completed long before the Convention opens up. I sincerely hope that the various Board Members will have matters of interest to report in the way of new local associations, etc., and this office is urging them to that extent. We also are writing the various local secretaries in reference to their payment of per capita tax due last November 1st and annual

dues for 1912. There is no doubt in the writer's judgment that some of these have been neglected because of the severe winter interfering with the regular scheduled meetings, but from this date on we should not experience interference of this kind. We are extremely anxious to have the various local associations report on these finances as the National body needs the money to carry on the work contemplated at our last Convention. We also hope that each local will strive to send in to this office a bunch of contracts for advertising in the Directory.

NATIONAL TEAM OWNERS ASSOCIATION,  
FRANK F. TIRRE, Secretary.  
St. Louis, February 24, 1912.

### **HORSESHOE ASSOCIATION NEXT TRUST ELECTED FOR PROBE.**

Investigation of the American Horseshoe Manufacturers' Association by the Department of Justice was promised Representative Barnhart (Dem., Ind.), the other day by Attorney General Wickersham.

Mr. Barnhart laid before the attorney general a complaint forwarded him by C. D. Folsom & Co., horseshoe manufacturers of South Bend, Ind., alleging that the Manufacturers' Association illegally fixed prices to dealers.

Mr. Wickersham asserted that the department would immediately begin an investigation.

### **EXPRESS FIRMS MAY MERGE.**

Three resignations from the directorate of the United States Express Company were announced in New York on February 9. They are Albert D. Broadman, George H. Burritt and Chauncey H. Crosby, the latter a vice president and general manager of the company. Their places have been taken by representatives of the Harriman estate, who are believed to be the controlling interest in the Wells-Fargo Company.

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## NEW ENGLAND NEWS

New England Office, 79 Portland Street, Boston, W. D. Quimby, Manager.

There is not much to be said in regard to the trucking business in Boston at this time. The winter has been very, very severe. We usually get some let-up by thaws which gives us a little chance to breathe. This year it has been solid ice, and it has told on the horses very materially. Horses are not in good condition.

Oats are awful high and it looks as though hay would be \$30.00 a ton. I don't know what is going to be done with the situation.

Our glander bill is now before the committee but has not been reported. We are doing all we can to convince everybody that the team owners must have some protection from this dreaded disease.

Election on the first Tuesday in March and Ladies' Night on the first Tuesday in April.

### REGULAR MEETING.

A regular meeting of the Team Owners Association was held on February 6 at the Crawford House, at 6.30 P. M., there being 40 members and guests present. After partaking of a bountiful dinner, the meeting was called to order for business at 8 P. M., Vice President Loveless in the chair.

The secretary reported on the Legislative Committee hearing on the glanders bill and stated that every effort was being exerted to bring this matter to a successful issue. He also called the attention of the meeting to House Bill No. 164 relating to the governing of the weight of team loads by the width of tire surface and pointed out wherein such legislation would be productive of great harm to the teaming industry and the necessity of strongly opposing this measure.

The following members were appointed a committee to attend hearings on this proposed bill and remonstrate against its adoption: Messrs. Grimes, Lynch, Robinson, Otis and J. Bowen.

The secretary was instructed to ascertain

what change, if any, had been made regarding the free time on freight at the terminals.

Vice President Loveless then introduced Senator Blanchard of Somerville, one of the guests of the evening, who gave a very interesting talk on methods and procedures in legislation and incidentally expressed himself as in favor of the Association's glanders bill and his desire to assist in every way possible to have the same become a law.

On motion of Mr. Bowlby, a rising vote of thanks was extended the Senator for his information and courtesy.

W. D. QUIMBY.

### LIGHTER HORSE AND MULE TRADE.

January's returns to the Merchants' Exchange in St. Louis, Mo., indicate a decrease of 33 per cent. in the arrivals of horses and mules at market during the month of January, 1912, compared with that of 1911. In the case of shipments there was a decrease of 25 per cent., compared with the first month of last year. Below are the totals, giving the number of head of horses and mules combined, in the traffic movement, including St. Louis and East St. Louis.

	Receipts, head.	Shipmts., head.
January, 1911 . . . .	29,589	22,820
January, 1912 . . . .	19,042	17,635
Decrease, 1912 . . .	9,656	5,185
Per cent. decrease.	33	25

Purchases in January are generally taken as a preliminary index to the prospects of plantation demand for draft mules and horses. Thus far, however, the extremely cold weather may have prevented early developments, so that results to date are not entirely to be taken as a measure of what the season may do in the horse and mule trade later. The next two months will be much better indications of the volume of business. January's totals may indicate either a reduced supply or a smaller demand.



### AMONG THE ASSOCIATIONS

#### *Chicago, Ills.*

The Chicago Commission Team Owners' Association on the third of last month held their regular monthly meeting at the Briggs House. There was quite a good attendance. Mr. Steilen, the secretary, tendered his resignation and Mr. Abbs was unanimously selected to take Mr. Steilen's place. Mr. Probst proposed that the association hold its annual entertainment and ball, which met with hearty approval from all present. Committees were at once appointed and preparations began immediately. It was decided to hold the event on the 17th of February at Bush's Temple, corner of Clark street and Chicago avenue.

The affair came off at the time appointed and as everyone anticipated it was a great success. The program was full of variety, but each feature proved more enjoyable than the preceding one. The vaudeville feature especially, in which several of the boys of the association took part, was particularly interesting.

Business in the commission line is at present somewhat quiet, which as a rule is usually the case this season of the year.

#### *Trenton, N. J.*

After a spirited contest, Peter H. Dolan was re-elected president and William S. D'Arcy secretary of the Mercer County Team Owners Association recently. Messrs. Dolan and D'Arcy have held these offices since the association was formed some years ago, and although their work has been appreciated by the members, there was a desire to test their popularity by nominating opposition to each.

The other officers who were re-elected are: Vice president, William C. Hess; treasurer, Charles M. Moses; sergeant-at-arms, Edmond Barry; trustee, Harry Krewson.

The executive committee chosen is Charles

M. Moses, George H. Hard, David Sipler, Charles J. Cunningham, Joseph Taylor.

The finance committee comprises Edward McCardell, John Duff, Edward W. Daymond.

#### *St. Louis, Mo.*

On account of the postponement of our January meeting we had a good attendance at our last gathering on Thursday evening, February 8, which was our regular monthly meeting. Quite a lot of work was in store for this meeting. A half a dozen matters recommended by our Executive Board had to be acted upon, and were disposed of in order. A gentleman in the teaming business, Mr. Hey Sobel, signed an application card, and was duly elected a member of our association. After the regular routine of business, the above officers were installed. At 10.45 the meeting adjourned. On account of the threatened coal miners' strike, April 1 next, the coal haulers will be kept quite busy from now on. All classes of manufacturers are commencing to store away coal, which will keep that line of teaming very busy between now and April 15, after which "old Sol" will put in his appearance and get the ice wagons rolling.

A. J. KUEPFERT.

#### *Minneapolis, Minn.*

We always read your column "From the Associations" with great pleasure, even if we do not contribute very often.

Things are going on at Minneapolis as usual. The association held the eleventh annual meeting of its existence on the 8th of January, 1912, at which time the association showed an increase of members from about ten at its first meeting to a present membership of thirty-eight. There has been very little dropping out of the association except by going out of business.

The new officers for 1912 were elected, they being the same as last year: Mr. George R. Turner, president; Mr. Stanchfield, vice president; Mr. Benz, treasurer; Mr. Babcock, sec-

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retary, and Messrs. Armstrong and Eustis members of the executive committee. A dinner was served, and a pleasant social time enjoyed.

We have found it best to separate the annual dinner and dance given to the families of the members from the annual meeting, and so this was held a week later.

The association gave a dinner to two hundred persons, men, women and children, being the members, their families and the office employees.

Afterwards an informal dance was held, while those who did not care to dance looked on, chatted and became acquainted.

Our association extended an invitation to the members of the Minnesota Warehousemen's Association to be present.

The association is more prosperous than ever.

W. M. BABCOCK, Secretary.

### EXPRESS COMPANIES PROSECUTED.

Charging that they have knowingly and willfully swindled many thousands of shippers by the collection of double rates, the Interstate Commerce Commission has instructed federal district attorneys throughout the country to institute sweeping criminal prosecutions against practically every express company in the United States.

It is alleged by the commission that nine express companies against which prosecutions will be brought have in their treasuries no less than \$81,957,893, a large proportion of which they obtained by overcharges intentionally perpetrated upon the public.

It is the request of the commission that special grand juries be called to hear this evidence and that indictments be returned.

Separate prosecutions will be brought against the Adams, American, National, Globe, Great Northern, Northern, Southern, United States and Wells-Fargo companies. The proceedings will be instituted at New York, Chicago, San Francisco and other cities where the violations have occurred.

### TEAMING IN DETROIT.

E. Foster Moreton, secretary of the Moreton Truck Company of Detroit and president of the Detroit Cartage Association, sent the following communication to THE TEAM OWNERS REVIEW, which will be found exceedingly interesting to the readers of this paper:

"For a long time past I have been endeavoring to get the necessary time to enable me to answer your request for a few words on the cartage situation in Detroit. I will now endeavor to give you an idea of cartage conditions as they exist at the present time.

"Detroit is an ideal city for either the horse-drawn vehicle or the automobile truck. We have no hills that amount to anything and it may be considered as a level city. Our pavements are good with a very few exceptions, and any reasonable request from the cartage interests is generally favorably received by the Detroit Commissioner of Public Works. We have been told by men interested in other cities that business during the summer of 1910 was not up to expectations, in fact, was very dull, but in Detroit due no doubt to our automobile industries business has been very good. During the months of September, October and November I doubt if any cartage company would have been able to spare any more than one rig to any one not a regular patron of his company.

"The writer has read a great many articles in your valued paper on the subject of the automobile versus the horse, but his opinion is that the cartage company of the future must be a combination of the power wagon and the horse-drawn vehicle; neither one will be able to exist without the other. Notwithstanding the fact that Detroit as before stated is a very level city, the writer knows of no concern operating automobile trucks in the general teaming business. There are a great many large companies operating them to handle their own merchandise and three companies using them to transport household goods, but outside of this they have not yet reached the stage that we consider them as a very powerful opponent of the horse. On the short haul horses can be used with so much more economy that the

automobile is practically eliminated from competition in this field. The long haul proposition is the only one where the automobile can be considered a factor. We will concede the auto the advantage on long hauls. The large first cost of the automobile and consequent depreciation are serious drawbacks to its adoption as the sole means of transporting freight in our large cities. Until the means of handling freight at railroad warehouses and business houses is changed very radically the loss of time of the auto will continue to operate against its successful use financially. Up to the present time the automobile has been in the experimental stage and like the pleasure car the owner has had to pay for the experiment. Unlike the pleasure car, however, is the fact that those desiring to use it commercially can not afford to pay for the experiment. This reason is the cause of so few automobiles being used in our city for commercial purposes. The owners of the first commercial cars in our city were large concerns where the advertising account could be charged with a large share of the expense of the auto truck's maintenance and depreciation. The writer, however, is of the opinion that the later commercial cars have now reached the advanced stage of perfection where the cartage man with enough long haul business can safely invest his money in an auto truck.

"The Detroit Cartage Association still numbers among its members all of the railroad and steamboat cartage agents and is holding its meetings monthly; the members all have an active interest in the association and look forward to these meetings with a great deal of pleasure.

"Hoping these few words from Detroit may interest you and all team owners, I will close with best wishes for the success of THE TEAM OWNERS REVIEW."

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### FOR SALE.

Well established Transfer and Storage Line, in a large Ohio city Address Box 50, THE TEAM OWNERS REVIEW, Pittsburgh, Pa.

### AGREEMENT FOR MOVING FURNITURE.

Every team owner who has a great deal to do with moving and handling furniture, knows that collecting the money for his work is not always easy. Many furniture movers, in fact, will not take a job unless they get the money in advance, especially when the would-be customer is a stranger, of whose financial responsibility he knows nothing. Still in spite of the many costly experiences that many men in the trade have had, they keep on taking chances, and the result is often very unpleasant, to say the least.

However, the up-to-date team owner has learned a few things, and there are few now who will undertake a moving job on a mere verbal order unless they know who the customer is, and even then it is better and more business-like to have a written contract.

Mr. W. E. Hookway, the proprietor of Hookway's Storage Warehouse in Syracuse, N. Y., writes to this paper very interestingly on that subject. Says he: "I have had to put up with a lot of annoyances in the past, until I now will not undertake a job unless the customer signs an agreement, of which I enclose a copy, as it may interest other team owners."

The following are the clauses in Mr. Hookway's agreement:

Moving of the furniture, goods, chattels, and all other articles of every name and nature is done upon the following conditions:

1. That the owner in person or through his agent, the person in charge, hereby releases W. E. HOOKWAY from all liability for loss or damage caused by act of God, public enemy, quarantine, authority of law, or loss or damage by fire or water while in transit.

2. Not liable for jewelry, coins, documents and goods of extraordinary value not specifically rated and a special agreement made for moving same.

3. Not liable for bric-a-brac, pictures, fancy furniture, crockery, glass, mirrors or marble unless properly packed and crated.

4. Not liable for damage to furniture

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caused by matches, explosion, acids, oil, gasoline, paint, or any fluid in goods moved.

5. Not liable for damage to furniture and all goods caused by jar of wagon being beyond control of W. E. HOOKWAY. It is expected your furniture is strong enough to be moved. If delicate, that you will have same protected by being properly packed or crated.

6. No allowance for damage will be allowed unless made in writing within 48 hours.

7. That the owner hereby releases W. E. HOOKWAY from loss and damage from any cause whatsoever beyond the control of said W. E. HOOKWAY.

8. That charge for cartage shall be paid upon request, or that W. E. HOOKWAY has the right to hold articles for security until such charges are paid.

9. Not to be held liable for damage to walls, stairs, stair railings when pianos and furniture are put up narrow stairs at special request of owner or by owner's agent, the person in charge, to save cost of window derrick. Such damages owner of furniture agrees to pay owner of premises.

10. I repair all damage caused by neglect of my men, but if your furniture is old, life of the glue or putty killed by heat or age; if you were moving it yourself it would come apart, do not expect me to make your furniture stand more than you could.

### THE ZEBRA AS THE HORSE'S RIVAL.

The horse has another rival beside the automobile and the aeroplane. This new entry into the field is the zebra, an animal which has long been considered untamable.

The zebra is an animal of astonishingly robust constitution, able to endure not only cold winters out of doors, but also the hot, fly-infested summers of Central Africa.

Experiments are being made by Prof. Ewart of Edinburgh, to produce a cross between zebras and horses. The animal thus produced is expected to be an ideal one for carrying camp equipage and supplies in countries where the horse is unable to exist.

### WHAT MR. TANSEY SAYS.

In the January issue of THE TEAM OWNERS REVIEW I was interested in reading the report signed A. J. Kuepfert, secretary of the St. Louis Team Owners Association, to find the following:

"One of the hardest fought battles our association has been up against, was the wide-tire ordinance. It made its first appearance in our local legislature under the name of the Cummings wide-tire ordinance. We defeated that and for some years the matter remained dormant. Then another similar ordinance was not only introduced, but it passed, and for several years we had the hardest battle imaginable. We raised a fund by subscription and then decided that our largest transfer company take the matter into court and have a test case made of it. Well, we won out, and the Supreme Court decided the wide-tire ordinance unconstitutional. Another effect the termination of this case had, that several subsequent bills affecting the business of the team owner were always presented to our association for approval before acted upon in the legislature."

It will be of interest to your subscribers to know that the total amount expended in the wide-tire litigation in the courts of Missouri was .....\$5,016.40  
Of this amount the team owners  
other than the St. Louis Transfer  
Co. contributed .....\$1,456.80  
The St. Louis Transfer Co. individually paid .....\$3,559.60

It will be thus seen that the *St. Louis Transfer Co.* paid 71 per cent. of the total cost of this litigation, *all the other team owners* of St. Louis paying only 29 per cent.

I submit these figures, as Mr. Kuepfert says "*We raised a fund by subscription and then decided that our largest transfer company take the matter into court and have a test case made of it.*" It would seem from these figures that not only the largest transfer company took the matter into court but actually raised practically all the money necessary to prosecute this suit.

I know you will be glad to publish this information for the benefit of all your readers.

Very respectfully,

G. J. TANSEY,

President and General Manager  
St. Louis Transfer Company.

#### WORK HORSE FEEDING.

The Illinois State Experimental Station after an investigation lasting for a period of two years for the purpose of determining the efficiency and economy of certain rations in feeding work horses, has recently issued bulletin No. 150, from which The Horse World makes the following extracts:

Owing to the high prices of practically all grains during recent years, and the likelihood that these prices will prevail in the future, it was deemed important to learn what rough feeds can be used to best advantage in connection with the grains ordinarily used for horse feeding. Also what influence different methods of preparation had on the efficiency of the ration.

In determining the value of a ration, the following points were considered: Maintenance of weights, the general health and spirit of the animals and their ability to do hard work; also the economy of the ration.

Ten teams belonging to the Agronomy, Animal Husbandry and Dairy Departments of the College of Agriculture were used in these trials. They were high grade geldings (except one team of mares) weighing from 1,250 to 1,420 pounds, in which Percheron blood predominated.

The general plan followed in making comparisons between two rations was to feed one ration to one of the horses in each team and the other to their respective mates during the first half, in order that any individual peculiarities might be overcome. The teams were also mated up so as to have the two horses in each team as nearly alike as possible, and their feeding qualities equal. Except in a few cases, each horse worked with his mate each

day, and therefore did practically the same amount of work.

In feeding the horses, the grain ration was divided into three equal feeds. About one-half, or a little more, of the hay was fed at night; about one-fourth in the morning, and a little less than one-fourth at noon. On Saturday nights the grain feed was replaced by a bran mash, and on Sunday noon four pounds of additional hay was substituted for the grain feed in some of the teams.

With a view to preventing azoturia, whenever a horse was idle during the week, his ration was reduced by one-half after the first day, and the three following days if the idleness continued, when it was gradually increased to the regular amount. Whenever a horse was put back to work he was immediately put back on a full ration.

In the spring of 1908 seven teams were put under experiment, one horse in each team being fed timothy hay and the other clover hay, in addition to a mixed grain ration of corn, oats, bran and oil meal. After continuing this for 28 weeks, the hay was reversed in each team and this continued for 20 weeks longer. Little difference in gain in weight was noted for the horses receiving the two kinds of hay, although those receiving clover hay made slightly greater gains than those receiving timothy. This difference was not enough, however, to indicate any decided advantage in favor of the clover hay. This was largely due, perhaps, to the fact that the horses were all getting a fairly well balanced grain ration. It is likely that if the grain ration had been made up largely or entirely of corn, the results would have been more favorable to the clover hay since it would help to balance a ration of this kind better than timothy.

All of the horses included in this trial continued in good health throughout the entire period, except one which was subject to occasional attacks of colic. The horses getting clover hay showed glossier coats, and their bowels were somewhat looser, although not enough to impair their ability to do hard work.

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The teamsters were apparently unable to observe any difference in the ability or the general condition of the horses, although most of them were prejudiced in favor of the timothy hay at the beginning of the trial.

In this trial an effort was made to determine the effect of mixing chaffed hay with the grain, as compared with feeding the grain and the unchaffed hay separately. The aim was mainly to learn whether mixing chaffed hay with grain, thus making the horse eat it more slowly, would be accompanied by a more thorough digestion of the grain. Many horses with ravenous appetites habitually bolt their grain feed without properly masticating it, thus predisposing them to digestive disorders, especially when at hard work. Eight teams were used during this trial, which lasted 20 weeks.

The mixing of chaffed hay with the grain maintained the weight of the horses slightly better, and on a little less feed, but the difference was not marked enough to indicate any decided advantage in this method when the cost of preparation was taken into consideration.

In this trial chaffed clover was compared with chaffed alfalfa, when fed in addition to the regular grain ration of corn, oats, bran and oil meal. Eight teams were used in this trial, which lasted 20 weeks. The horses getting alfalfa were given one-fourth pound less grain and one-third pound less hay each per day during the trial. They did approximately the same amount of work and made slightly better gains than those getting clover.

In order to further study the value of alfalfa hay in the ration of work horses, a trial in which it was compared with timothy was conducted. The same eight teams included in the preceding trials were used, and the experiment continued for 20 weeks, the hay being reversed in each team at the end of the twelfth week. The results of this trial showed that where alfalfa was fed a saving of four pounds of grain was daily made, or about 20 per cent. The horses did approximately the same amount of work and maintained their weight equally as well as those getting timothy hay and four pounds of additional grain.

In this trial a ration of corn and alfalfa was compared with a mixed ration of corn, oats, bran, oil meal and timothy and alfalfa hay in the proportion of about three parts of timothy hay to one of alfalfa. This trial was carried on only eight weeks and was, therefore, too short to show conclusively the efficiency of the rations compared. As in the previous trial, however, practically the same results were obtained by feeding four pounds less grain (a saving of 25 per cent.) where the roughage part of the ration consisted entirely of alfalfa.

In comparing ground grain with whole grain, a short trial, extending over six weeks, was conducted. A slight saving was made where the grain was ground (about nine per cent.). It is usually considered that about 10 per cent. of the grain can be saved by grinding, but as to whether it is profitable or not must depend on the cost of grinding.

#### A SUCCESSFUL BALL.

The last annual ball of the Cleveland Team Owners Association, which was the seventh since it was organized, took place on the 30th of January. For many reasons it was the most notable event the association has ever held, not the least of these being that Mr. Goldberg, the National president, was the guest of honor. Apart from that, it should not be omitted that the Cleveland Association is at present in the most flourishing and successful condition. Its membership is growing with every meeting, and its affairs are proving to be of the greatest benefit to the team owners of Cleveland. The following committees had charge of the entertainment:

Social—Charles F. Becker, president; C. O'Brien, vice president; W. H. Fay, secretary; W. W. Toot, treasurer. Floor Committee—W. F. Peters, H. R. Smith. Reception Committee—E. L. Abbey, W. Becker, J. Becker, C. Dehn, R. M. Andrews, R. B. Hanna, John Thom, Philip Kolb, J. Pattingale, H. Lattimer. Door Committee—D. F. Bevington, A. Kamerrer. Check Room Committee—John Long, C. D. Randalls, W. B. Inneran, H. Weiler, H. Heffner, H. Schroeder. Refreshment Com-



mittee—A. J. Keyser, J. Becker, C. Trinkner, W. Longley, W. J. Norris, E. Zink.

The membership of the association now consists of: E. L. Abbey, 2045 E. 105th St.; R. M. Andrews, 3939 Superior Ave.; H. G. Armbruster, 1600 Starkweather Ave.; John Becker, 2055 W. 41st St.; Wm. Becker, 2100 W. 38th St.; C. F. Becker, 1432 W. 48th St.; D. F. Bevington, 6909 Lexington Ave.; W. E. Bailey, 2047 W. 14th St.; R. H. Burger, 2343 E. 65th St.; C. Cole & Son, 4221 Whitman Ave.; S. H. Cavin, 1458 E. 90th St.; Wm. Cutler, 9202 Ct. Clair Ave.; Cairns & Ritchie, 10644 Cedar Ave.; Hugh Cairns, 1819 Prospect Ave.; C. Dehn, 4211 Newark Ave.; John Donnelly, 1471 E. 55th St.; W. H. Fay, 1452 W. 48th St.; Fireproof Storage Co., 5700 Euclid Ave.; T. B. Foley, 5716 Franklin Ave.; R. J. Francis, 7010 St. Clair Ave.; A. H. Greely, 1111 Superior Ave.; L. B. Greenleaf, 2543 E. 83rd St.; W. J. Geiger, 1611 Buhner Ave.; Wm. Gaul, 4513 Clinton Ave.; F. W. Hearn, 1941 Central Ave.; R. B. Hanna, 6806 Lexington Ave.; H. Heffner, 3344 Trowbridge Ave.; W. H. Hatch, E. 55th St. & C. & P. Tracks; W. G. Harvey, 8404 W. Madison Ave.; Hayes & Greeley, 529 Permanent Bldg.; J. H. Hayner, care West Side Storage Co.; F. A. Hawkins, 2439 E. 79th St.; Independent Cartage Co., 1271 W. 3rd St.; Johnson Bros., 2117 Barber Ave.; A. Kameron, 2966 E. 79th St.; A. J. Keyser, 1542 Columbus Rd.; Fred Koch, 1920 Buhner Ave.; L. Kolb & Son, 2206 Wade Ave.; Wm. Kelley, 1436 E. 52nd St.; J. M. Long, 1552 E. 32nd St.; Lake Shore Elevator Co., 550 E. 99th St.; W. Langley, 3351 W. 31st St.; R. S. Lapham, 11724 Detroit Ave.; W. J. Norris, 2138 Davenport Ave.; A. W. Neal, 5206 Euclid Ave.; Jos. McKoskey, 3028 Trowbridge Ave.; C. O'Brien, 1814 W. 54th St.; W. F. Peters, 1217 Starkweather Ave.; J. G. Poole, Cross St.; C. D. Randalls, 644 E. 105th St.; H. R. Smith, 2347 E. 57th St.; Sheets Bros., 6529 Broadway; H. Schroeder, 2091 W. 14th St.; Saunders Dairy Co., 6616 Lorain Ave.; C. A. Schupp & Son, 1369 Park Row; Shepard Fireproof Storage Co., 990 E. 105th

St.; James Stillson, 951 E. 70th St.; W. Siegman, 3211 W. 31st St.; Wm. Shaw, 6242 St. Clair Ave.; A. A. Schueren, 1227 Addison Rd.; F. Shepard, 660 St. Clair Ave.; C. W. Trinkner, 4321 Howlett Ave.; W. W. Toot, 1750 E. 55th St.; John Thom, 9412 Detroit Ave.; N. A. Tanner, 5129 Luther Ave.; Schultz Moving Co., 1175 Addison Rd.; Union Elevator Co., Merwin St.; Herman Weiler, 2531 E. 20th St.; J. C. White, 1843 E. 55th St.; L. Wurm, 8131 Superior Ave.; F. Zimmermann, 3609 St. Clair Ave.; Ed. Zink, 3646 Bailey Ave.; Inmann Cartage Co., 1805 E. 31st St.; Giles Bros., 2179 E. 105th St.

#### AUBURN WAGON BUSINESS INCREASING.

During the past year the Auburn Wagon Company, Martinsburg, W. Va., has continued its policy of installing electric motors for power purposes, which are found very satisfactory and more convenient in every way than the older system. This concern has done some experimenting with the commercial motor vehicle proposition, but has decided not to undertake such vehicles at this time.

G. F. Goodwyn is looking after Auburn business in Maryland, Western Pennsylvania and Delaware, and part of the Southern States; R. L. Muir has recently taken the line in Eastern Pennsylvania and New Jersey, while New England business is handled by C. B. Ring.

R. A. Bradford, assistant manager of the company, states that business for 1911 showed a substantial increase over the previous year, both in domestic and foreign trade, and that prospects for the present year are very good. This is one of the few vehicle concerns that issue catalogues in foreign languages for export trade.

Mr. Thomas M. Craden of St. Louis, while renewing his subscription to THE TEAM OWNERS REVIEW, writes: "I have been well pleased with the issues of 1911 and hope you will keep up the good work."

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**USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.**

### SOME EXPRESSIONS ON OUR ANNIVERSARY NUMBER

#### WHAT "THE MOTOR TRUCK" SAYS.

THE TEAM OWNERS REVIEW, a publication devoted to the teaming, transferring and express trade, and which is published in Pittsburgh, Pa., has issued an anniversary number which is neatly printed and handsomely illustrated. It contains information pertinent to the transportation industry.—*Motor Truck*.

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#### HOAGLAND'S PRAISE.

Mr. J. H. Hoagland of Hastings, Neb., while writing to THE TEAM OWNERS REVIEW says:

"Your souvenir edition of THE TEAM OWNERS REVIEW at hand, which is the most complete and well composed journal that I have received; also have had compliments expressed by the number of our friends in regard to a bumper of good articles of interest to business men in all lines. We have as yet been unable to effect any organization in the teaming business, but at times had considerable of a following in this respect."

Mr. Hoagland is a Pennsylvanian by birth, but went out west, while still a mere boy. He has been in the teaming business for twenty years until recently when he disposed of his hauling equipment, and he now devotes himself to the packing and storage business, as well as sales rooms. All his teaming work is done by Mr. George J. Monk.

Mr. Hoagland has been very successful in his business, and he has become one of the leading citizens of Hastings.

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#### JOHN BECKER LIKED IT.

John Becker, one of the Becker brothers of Cleveland, who are all in the teaming business, writes to THE REVIEW:

"I wish to thank you for inserting the picture of my moving van in your souvenir edition. The souvenir edition was a very interesting book. The pictures of the different ways of moving were certainly fine."

#### "HARNESS" APPROVES OF ANNIVERSARY NUMBER.

THE TEAM OWNERS REVIEW, the official publication of the teaming, transferring and express trade of this country, which has been published in the city of Pittsburgh for the past decade, has issued an anniversary number in commemoration of this event. The number is very handsomely gotten up, and contains much information about horses, etc., of interest to the readers which that publication has throughout the country.—*Harness*.

#### TO REVIVE HORSE CAB.

The horse-drawn cab, both hansom and "four-wheeler," has returned to its own along Broadway, New York City, and, incidentally, a lower schedule of prices to the public will go into effect, according to the present plans of the Co-operative Cab Company. The company, which is composed of 100 of the old-time cabmen, has completed the organization, which has been under way for three months, and was ready to open 11 cab stands on February 1.

#### STRAW AS HORSE FEED.

When comparing the value of white oat straw with wheat straw for chaffing for food, much depends upon the harvesting of the straw. If white oats are cut before they are too ripe and are well harvested, and the straw carefully preserved, such straw will be preferable to ordinary wheat straw as an animal food; but, on the other hand, good, well-preserved wheat straw is better than coarsely-grown, badly-got-out straw. Wheat straw in good condition, given in moderate quantities, is not specially harmful to horses, but straw of bad quality, or given in excessive quantity, is very liable to produce stomach and bowel troubles in horses.—*The Horse Shoers' Journal*.

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**MRS. PACKARD'S HUMANE WORK.**

Mrs. F. W. Packard, who has endeared herself to thousands of teamsters of Chicago for her many acts of thoughtfulness to them, and who as president of the Society of Humane Friends is known all over the country for her many deeds of unselfish charity and humanity, proved herself again a real friend to the "man on the truck" during the recent very cold weather. Mrs. Packard, while the weather was at its coldest, appeared in the Chicago railroad freight yards and dispensed among the teamsters hot coffee and doughnuts. The money for this expense had been furnished to Mrs. Packard by a friend of hers in Evanston, Ill., Mrs. M. F. Eshbaugh. It was the first time in the history of teaming in Chicago that the drivers were given such a treat, and when it is considered how difficult it is to get anything to eat or drink in the freight yards, the appreciation of the teamsters may be faintly realized. But Mrs. Packard not only proved herself an angel of help to the driver, but to the horses also. With the assistance of a former teamster she appeared at the east end of South Water street during the noon hour, provided with a number of water pails and then took possession of one of the hydrants, from which she watered the horses while they were having their noon-day feed.

Mrs. Packard has formed a Teamsters' Humane Union in Chicago, which has over a thousand members, and the great work that the lady is always doing for humanity's sake is almost inconceivable.

**HOME FOR TIRED HORSES.**

The rest farm for horses at Matteawan, N. Y., of which Mrs. James Speyer is the president, offers many pleasures to the poor, old, down-and-out horses whose owners cannot afford to give them a rest in the country. This farm is a regular paradise for tired horses. There is an abundance of grass and there are "soaking tubs" of blue clay and water for the horses with sore feet. If there

were rest farms like this near every city the horses would have more chance to recuperate their spent forces.

**SOMETHING ABOUT PIANO MOVING.**

A piano mover's business success depends largely upon the facilities he has at his command. If he has an equipment that enables him to handle pianos better than the other fellow, it is natural that he will get the work; and if by his method of doing the work he can make a bigger profit on each job than the other fellow, it stands to reason that he is doing the best business.

The Sleight Manufacturing Company of Indianapolis has for years made a piano truck which has been endorsed by every truckman who ever saw it. In Indianapolis, 95 per cent. of the transfer men have adopted it. An interesting incident in connection with this truck is that the first one was sold ten years ago to Mr. Shank, who is now mayor of the city, and who is known all over the United States for his original efforts to reduce the high cost of living. That first truck is still in use by the Shank Company.

The Sleight Manufacturing Company shows in a very convincing way the immense profits the trucks make for the men who use them. Figuring on the truck lasting ten years and on the use of three covers and sets of straps during that time, the cost by the month is found to be about 75 cents—just about the amount the trucks save on every upright piano that is moved, for only two men are required to handle a piano with one of these trucks.

Spring with its moving—the season of the year when the use of a truck pays the biggest profits—is almost here and to avoid possible delays a little later, when orders are heaviest, orders should be sent at once.

William T. Sleight, the originator of the truck, personally inspects every outfit before it leaves the factory.

The Sales Department has been organized to handle a country-wide business. It is located at 2121 North Alabama St., Indianapolis.

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## *The Motor Truck and Automobiles*

### **Importance of Tire Business.**

"The motor truck has become such an immense commercial proposition that we are preparing to devote a large portion of the resources of one of our biggest factories to the manufacture of solid tires," said the general manager of one of the large tire manufacturing companies, addressing his managers and salesmen recently on the marvelous growth of the truck industry and the effect of this growth upon tire manufacturers.

"According to the most authentic figures at hand," there are in the neighborhood of 6,000 firms in the United States using motor trucks at the present time, and there are 20,000 trucks in operation, an average of about three to each firm. The rapidity with which business men are discarding horses and adopting power driven vehicles in their delivery systems indicates that another year will find 50,000 trucks running. This means that there is going to be appreciable activity in every branch of the truck industry.

"Producing solid motor tires is no longer regarded as a mere incident of the tire manufacturer's business. It is a big and important branch of the trade and one calling for a great deal of energy and expert knowledge. The efforts of tire manufacturers have helped immeasurably to make the motor truck an entirely practical proposition and it is up to us to continue the good work."

...

### **Significant Announcement.**

An announcement of the greatest importance has just come from the offices of Wyckoff, Church & Partridge, Inc., of New York City, the pioneer automobile concern. At a recent directors' meeting, H. M. Swetland, formerly the head of the Class Journal Company, and at present a director in the United Publishers' Corporation, was elected chairman of the board of directors. Mr. Swetland brings with him the experience of his close connection with the

automobile industry from its inception, as publisher of the leading technical and class papers covering the broad field of everything pertaining to motor car production and distribution.

The entire industry owes much of its success to the indefatigable and untiring efforts of Mr. Swetland to place before the layman and the technical expert, through his publications, in attractive form, the latest in approved motoring practice on both sides of the Atlantic.

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### **Gasoline Truck Expenses.**

A large user in the commercial vehicle field has compiled a table of average costs of operation of its principal sizes of gasoline trucks covering a period of seven years of active service. This table shows that the daily cost of a two-ton truck that averages seventy miles a day is \$10.60; that of a three-ton machine averaging sixty-two miles a day, \$12.20; of a four-ton truck averaging fifty-five miles a day, \$13.80, and of a five-ton truck averaging fifty miles a day, \$15.

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### **Chains On Tires.**

Recognizing that at this time of year owners of automobiles are about to resort more commonly to the use of chains on their tires, the B. F. Goodrich Company has issued a special circular of advice on chains, illustrated by pictures of badly worn tires. According to this circular "any chain will injure a tire, but some are more injurious than others, especially when the chain is fastened to the spokes, making the cutting appear at regular intervals. The tread cuts through to the fabric and gets torn badly in places. Such injury does not result from any weakness in the tire, as any tire will act in the same way with similar treatment. It is rather an indication of gross misuse on the owner's part, usually through ignorance. The use of tire chains should be restricted to situations where they

are absolutely necessary. The greatest amount of injury from chains comes from their use on paved streets, where they are least needed. By using chains only where necessary and applying them loosely so they may work themselves around the tire and distribute the wear, the injury will be reduced to a minimum."

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#### **Pittsburgh Motor Truck Show.**

Following a plan adopted last year by the Pittsburgh Automobile Dealers' Association, a special week was this year devoted to a show of commercial vehicles, which took place in Duquesne Gardens February 5-10. Numerous new lines were represented and the show was much larger than last year. It will be remembered that Pittsburgh, Pa., was the first city outside of New York and Chicago which has held a separate auto truck show.

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#### **Mooted Point Settled.**

Drivers of motor vehicles for stores, warehouses and other establishments which maintain delivery service are not required to take out state chauffeurs' licenses in Pennsylvania, according to an opinion Deputy Attorney General W. M. Hargest has just given to the State Highway Department at Harrisburg, Pa.

In the cases of men who run trucks the point is made that they are not paid for that alone, but for other services, such as handling goods. Mr. Hargest says that the act of 1909 does not require persons employed by corporations or firms using motor vehicles in their business and receiving a stated salary for services rendered, not including the operation of the motor vehicles, to take out licenses.

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#### **To Make Motor Trucks.**

The H. Lange Wagon Works, Pittsburgh, Pa., maker of wagons for over 40 years, announces the organization of a subsidiary company to be known as the Lange Motor Truck Company, which concern will erect a new and modern concrete factory with floor space of 40,000 square feet. When equipped the plant

will begin the manufacture of 100 commercial vehicles as the first season's output.

The new industry is not altogether unfamiliar to the Lange concern as during the past five years it has represented the Gramm, Dayton and Chase lines, building bodies to suit the requirements of the purchaser. A feature of the Lange product will be that everything but the motor and wheels will be Pittsburgh products. The engine will be a Continental. The best of material and workmanship will be employed and it is the plan of the company to manufacture a high grade machine.

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#### **Moving Pictures of Moving.**

Mr. Turner of Denver, who is perhaps the most original and at the same time the most persistent advertiser among the team owners in this country, has completed a regular series of moving picture slides, by which he graphically demonstrates the equipment features of his business, his storage rooms, offices, horses, vans, motor trucks, etc. Mr. Turner gave the first exhibition at the recent convention of the American Warehousemen's Association in Chicago. Since then he has given a number of demonstrations at his warehouses in Denver.

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#### **January General Vehicle Sales.**

It will prove of interest to note that the January sales of General Vehicle electric trucks, made by the General Vehicle Company, Long Island City, N. Y., totalled 158. Jacob Rupert, a New York brewer, ordered 21, making his fleet 72 in all. Peter Doelger, another New York brewer, ordered eight, making a total of 47. Other large orders were: Muehlback, seven, making 10; Commonwealth Edison, nine, making 15; Schaefer Brewing Company, eight, first order; General Baking Company, 10, initial order. Sixty-nine per cent. of the 1911 business of the company was reorders, and February 1 finds it with 671 General Vehicle electrics bought by 25 customers alone.

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**ADULTERATED OATS.**

Dr. H. W. Wiley, chief of the Bureau of Chemistry of the Department of Agriculture, has made the ruling that so-called purified or sulphurized oats are an adulteration, and that any grain dealer selling them violates the pure food laws. It is said that the process of sulphurizing oats, mildewed, or otherwise inferior, to resemble the best grades of No. 2 white oats, originated in the West. A committee from the Chicago Board of Trade called on Dr. Wiley to learn the status of the sulphurized oats, and were informed that any oats so treated would be considered as adulterated. Grain men throughout the country are taking the question up, and are talking of joint action for a modification of the interpretation of the law.

**FREIGHT HANDLING IN HAMBURG.**

Hamburg is situated 65.6 miles from the mouth of the Elbe River, at a point where there is a strong current and a tidal rise and fall of 6½ feet. The sluggish stream deposits vast quantities of silt, and the harbor authorities are obliged to dredge the channel constantly in order that vessels, many of them the largest afloat, may enter the docks. Extraordinary improvements are now being made with a view to providing ample accommodation for the new type of passenger vessels, which, when launched, will be the largest ships in the world. The lower Elbe, from Hamburg to the sea, has an average depth of 33 feet at mean tide, but there are shoals at various points which require skilful navigation in the handling of heavily laden vessels.

As the lands along the Elbe opposite the city are low and marshy it has been comparatively easy to create extensive harbor facilities without utilizing to any great extent the river itself for that purpose. In agitating for the right to build piers of greater length in the Hudson River for the accommodation of the large ships now building, projects which would necessarily narrow the channel to just that extent, it is frequently stated in support of the proposition that the Elbe, at Hamburg, is very

much narrower than the Hudson, although accommodating over 12,000,000 tons of shipping per annum. It is true that the Elbe is narrowed by barriers to a width of perhaps 150 feet between the lower and upper harbors, but this channel is not used by large steamers, which dock below the lower harbor where the stream is at least 900 feet wide. The channel is only employed as a means of entering ships so located back of the shore line that free navigation is not interfered with.—*Daily Consular and Trade Report.*

**A MOVING SONG.**

We can move you in the morning  
If the sun is shining bright,  
We will move you if it's raining  
For our Vans are water tight.  
Then the men are up and coming  
And will do their very best  
For they know how to load it  
So you can give your tongue a rest.  
Now perchance if after dinner  
You are ready to begin  
We can always be there promptly  
So we by six, can all roll in.  
Then we'll try our best to please you  
If you'll have the dishes packed  
For our packing barrels are daisies  
All we ask is bring them back.  
We might move you after supper  
Perchance the weather's somewhat fair  
That is when you put the dough up  
As we charge you extra fare.  
The men are always ready  
To be Johnny on the spot  
And will sure take in the rakeoff  
If some tips should there be dropped.  
Storage is the thing we're doing  
It's always on the gain  
Our rooms are clean and airy  
So just smile and come again.  
Should the storage be late coming  
You can telephone to us the cue,  
We're not afraid, join in the chorus  
We're all members of the Midnight Crew.  
—J. H. Hoagland, Hastings, Neb.



### THE HORSE PEDOMETERS.

The whorls of hair on the coats of horses and other animals are natural pedometers, inasmuch as they register the locomotive activities of the animals on whose bodies they are found.

The best examples and the greatest number of these hairy whorls and crests are found on the domestic horse. A notable instance is the graceful feathering that extends along the hollow of the flank, dividing the truck of the animal from the hindquarters. There are also crests and whorls on the horse's chest and other parts of its body.

A study of the action of the underlying muscles explains the origin of these peculiarities in the lay of the hair and furnishes the justification for calling them pedometers, although the analogy is, of course, merely superficial.

### KNOWING HORSES.

To a horse owner it is a never ending surprise how much more serious a slight wrench or cut, or sprain is when the accident happens to a horse than when it happens to a human being, says the *Portland Press* of Maine. A man will go ahead with his work in spite of hurt or lameness, and not seem to be any the worse for it in the end. But the slightest ailment or accident to a horse usually puts it "out of commission" at once, and frequently it is several weeks before the animal is in condition to use.

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We are particularly pleased with a little book called "A Treatise on the Horse and His Diseases." While not in any way recommending the horse owner to put off sending for a veterinary if there is any serious trouble, there are many ailments—such as spavin, splints,

ringbone, wire cuts, lameness, sprains, that can be thoroughly handled with home treatment when one knows just what to do and has the proper remedies handy.

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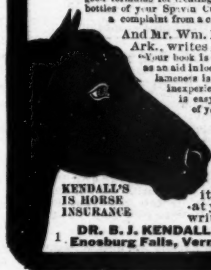
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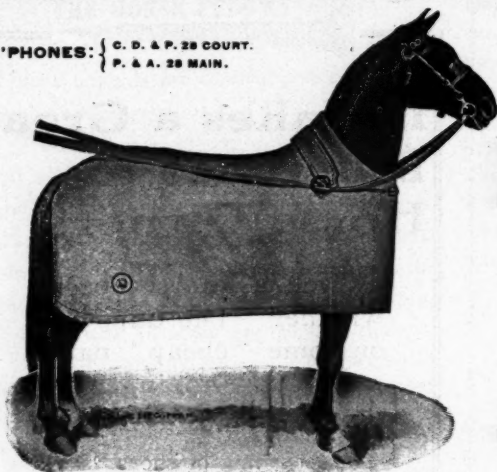
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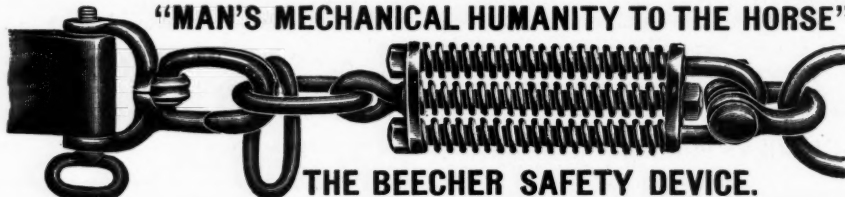
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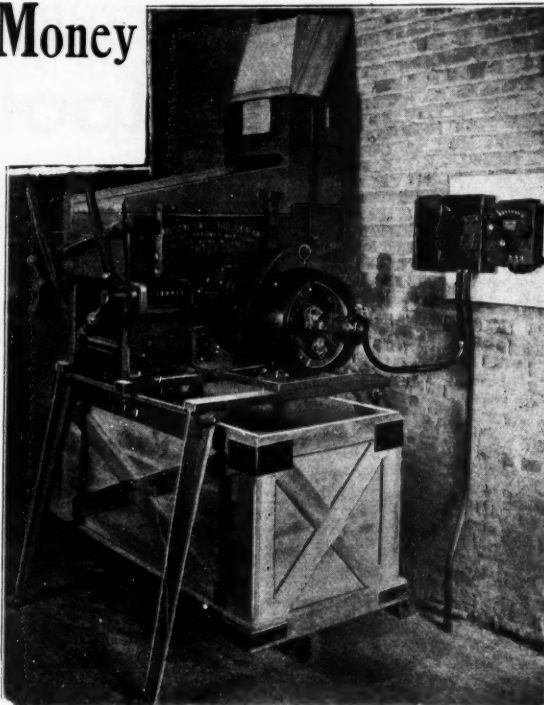
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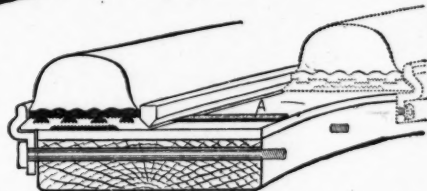
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